

Fleming Computer 05 FHL 150

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Sent: Thursday, April 17, 2003 7:38 AM
Subject: KELLOGG'S ALLOWANCE

Don't believe this is an issue at this point - but

Currently with the allowance that Kellogg's gives us and the freight we have built into the cost of goods - Full Container Freight Allocated - runs about \$3980.96.

As an FYI - Kellogg's Actual Tariff is \$4140 for a full container - if you add in all the additional costs (fuel and THC) - it would be \$4650.50

We are not losing money yet - but we should at least try and get what the Manufacturer's tariff allows?

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